AUTO SHOW GREAT EDUCATIONAL FORCE IN MOTOR WORLD

Experts Explain Vital Features of Cars, Thus Bringing Product and Consumer Closer Together.

well-known local exhibitor at the snual show of the Philadelphia amobile Trade Association, in the repellian Building, Broad and Wallace its remarked this morning that in a remarked this morning that in dalon the most impressive factor at low is the wonderful educational opily afforded the spectators. Thought persons who attend the autosphows at New York, Chicago, De-Boston and other cities get only a local idea of the various models on

the Philadelphia show the agents use gone to the extra trouble of having selenced lecturers explain, in minuted stail, the advantages to be had from svital features of a car. It has been sorted that unless special effort is made gored that unless special effort is made gored. difficulty there is no oppor It the difficulty there is no oppor-and little inclination on the part visitors to understand the char-tics of the various cars. The icturers are offering the public cars beauty, and it is only right that strik-g points be brought to the attention, g good many of the local exhibitors preciated the value of a well-official, and as a result the visitor will be rather pleasantly when shown the finer points of oblie industry

of the sensations at the show in display of the lowest-priced "six" in country. The exhibit has been creat-favorable comment. The six is not mail car, but is a five-passenger tourcar of generous size.

J. McNamara, a Boston automobile derived from any automobile show is a moral effect it will have on business h ganeral. The success of automobile cows is most remarkable this year, com-is, as they do, when conditions were not considered any too favorable for market-me large numbers of motorcars. It is quite characteristic of the automobile incharty to display a progressive spirit un-der any condition, and the enterprising manufacturers, instead of walting to see whether matters improve, went right absed with their plans, bringing out new models that were bound to appeal to mo-crear users. These new cars are better made than ever and are offered at atrecire prices, so that the improved ar-tic may now be obtained at a lower est to the consumer. In this way the facturers have created a fresh deand for their product."

Few purchasers of high-grade motormm realize the vast expenditure of cash and energy that precedes the manufac-hus of a new model. It is stated by the Parkard Company that it experimented for years before bringing out its first six, and even in its present advanced stage of development spends from \$500,000 to \$500,-

Wayer in engineering forework.

The experimental work ranges from reach riding over mountain trails to 300our tests on the dynamometer. This is the price paid for keeping abreast of the times to satisfy the demands of a hyper-Probably four-fifths of gy is put forth in finding out what

roughest and wildest trails of the hr West are selected for testing sample an embodying various experimental depronts. These cars are hammered with the hardest road work that hu-ue columnoe and skill can execute. wer like S. D. Walden, vice president. J. G. Vincent, chief engineer of the arrard Company, hur! experimental cars in roads with the knowledge that is the only treatment that will estab-beyond any possible doubt or peradare that there are no structural desets and no weaknesses of design in the sur under observation. Walden, who om a test trip during which an experimental car was taken from Detroit to Los Angeles and back, from 1000 miles in three days, from Albume to Kansas City, over some of the warst going in the Southewst,

lag to lack of space at the auto show ta Metz firm arranged a private exhibi-tion at its rooms, 333-340 North Broad arest. Crowds have been attracted daily by the extra fine display.

BISHOP PREDICTS DRY STATE Billy" Sunday Likened to John the

Baptist.

Pansylvania will become a "dry" State
is a result of "Billy" Sunday's revival
is Faliadelphia, is the opinion of Bishop
bery, of the Methodist Church. The
succellst caused Colorado, West Virina and other States to pass laws proiting the sale and manufacture of inbishana, and it will be the same here,
is selared before a meeting of the Philmian Club, 394 Walnut street.

Be is a John the Baptist, a voice cryis in the wilderness," said Bishop Berry
i aming Sunday as the twentieth cenby reformer, "The voice is rather harsh.

mer, "The voice is rather harsh, samey and unconventional, but his man-ing senuine, and he accomplishes won-derful results. He must be heard, not had to be judged."

REFORMATORY ASKS \$40,000 in Mills School Urges Added Legislative Fund.

The Gien Mills School for Wayward by and Girls needs additional housing and an appropriation by the Legistons of \$40,000 is urged in the annual rest of the board of managers. The animeeting of the contributors was festerday in the Bailey Building, and Chestnüt streets.

Festerday in the Bailey Building, and Chearnit streets.

Figure 480 inmates at the Glen Mills simulatery for Boys and the Bleighton and for Girls, it was pointed out. The following officers of the board of sagers were elected: President Henry Collins; vice presidents, George M. It and William H. Castle; treasurer, and A. Hayes, and secretary, Edmund Hamsraly.

CAP GIVES CLUE TO BURGLAR

lies Seek Man Who Robbed Saloon After Beating Proprietor,

man who forced his way into the staff of Louis Wagner, northwest corner and Dauphin streets, beat the protion of the place into unconsciousness than took \$50 early this morning is in by Special Policeman Williams kinns, of the 26th and York streets

spelice have a description of the sho robbed the saloon and say they arest him today. Following the sale in the saloon between the insaled Wagner, a cap such as is said worm by certain employes of the scaphia Rapid Transit Company was all of the floor. This gave the police in the burglar. police have a description of the

Ratileahip Connecticut Sails

halileship Connecticut left the Phile ila Nasy Yard shortly after day-like morning bound for the Vir-ages, whose she will join the bat-is liances and Michigan for gun and meaning tests.





Photograph by Neame, London. The Side Glide; especially posed for by Mlle. Pavlowa and her partner, M. Clustine.

SIDE-GLIDE IN ONE-STEP AS IT SHOULD BE DANCED

 T^{HIS} article is the second of an illustrated series on Anna Pavlowa's New Bocial Dances and How to Perform Them, which are to appear exclusively every Tuesday and Thursday in the Evening Ledger. These articles have been written by Mile. Pavlowa, who as premiere ballerina assoluta of the St. Petersburg Imperial Opera, is everywhere recognized as not only the greatest living dancer, but the greatest living authority on the art of the dance. The photographs were posed for by Mile. Pavlowa and her partner, Ivan Clustine (maitre de ballet of the Imperial Opera Houses in St. Petersburg and Moscow and at the Paris Grand Opera), regarded as Europe's foremost massuline social dancer. culine social dancer.

ARTICLE IL By ANNA PAVLOWA

THE side-glide, which constitutes the A second division of my standardized one-step, may be performed after the eighth count while the couple is dancing with the lady moving straight ahead. It may also be performed after eight counts, in which four are first in a forward direction for the lady and the next four reversed taken with the cavalier going. reversed, taken with the cavaller going forward.

reversed, taken for two glide steps to the right, instead of the left, of the cavaller, as has been the custom, I believe, in some parts of the country. Occupying a "closed" position, the partners are ready to begin the side-glide, the lady on her right foot and her partner on his left.

This side-glide figure should cover eight counts of the music, but there should be only one step taken on the first two counts. The lady moves to her left and the cavalier to his right. Instead of a long first-step the dancers take one less than one-half a customary glide step. This is made necessary because of the direction assumed, something I deem proper in order to give variety and grace er to give variety and

the direction assumed, so the the dance.

The lady, who is in a "closed" position with her partner, moves to her left on count "one," starting on her right foot, which she brings sidewise along the floor until it rests close against the left. On count "two" she stands perfectly still, taking no step whatsoever.

When count "three" arrives the lady takes a fairly long step to the left with her left foot, and on the ball of the foot; and on the fourth count she brings her right foot close beside the left as she did in starting the figure on the first count. The next four counts are, for the lady, left foot to the left, on ball of the foot, on count "one" (or five, if it be easier to

o remember it), right foot brought alongside left on count "two"; and a repetition of these steps to the lady's left on counts "three" and "four.

During these last four counts, the lady and her cavaller make a gradual turn to the left so that on the final step they have made between a quarter and a half turn. On the eight for second count of four) count the dancers find themselves in a perfect position either to resume the first figure in the one-step for eight counts or to progress into the next one. The cavaller, of course, starts on the foot opposite that of his lady and to his right. On count "one" he brings his left foot, which is only a few inches away foot, which is only a few inches away from his right, along the floor and closely touching the right. He stands quiet on count "two," glides a fairly long glide (as much as 12 inches) with the right foot on count "three" and carrying the left foot along the floor on the fourth count to the right.

count to the right.

The next four counts are first on the right, then the left brought alongside, the right again and finally the left car-ried close against it. The following (allowing for the turn last four counts) will perhaps aid the

Lady Right Still Left Right Counts 1 2 8 Cavalier ... Left Still Right (Short) (Long) (Bring up) (Long) (Bring up) (Long) (Bring up) Lady Left Right Left Counts 5 6 7

Cavalier ... Right Left Right (Long) (Bring up) (Long) (Bring up) The photograph which is shown here is of myself and partner taking one of the long steps in the side-glide of the One-

MANUFACTURERS' CLUB DEBT

Plan Is Proposed to Consolidate Mortgage Indebtedness.

At a meeting to be held next Monday night members of the Manufacturers' Club will vote on a proposal to con-solidate the mortgage indebtedness of the club on the property at Broad and Wal-nut streets and to clear off the present floating debt.

floating debt.

The plan provides for creation of a new first mortgage upon the whole property, to issue under it \$1,20,600 first mortgage 6 per cent. bonds. These bonds are to run 10 years, and beginning with the third year the club is to make a sinking fund at \$50,000 per annum toward their redemption at maturity. W. H. Newbold's Son & Co. have offered to place the bonds for a commission which will make the loan cost about 5.3 per cent. Interest, it is understood.

make the loan cost about as per cent-interest, it is understood.

Proceeds of the new bonds will pay off some existing real estate mortgages, the largest of which is held by the Penn-sylvania Company for Insurances on Lives and Granting Annuities, and all floating debt of the Manufacturers' Club, leaving a balance for general club nursoses.

purposes.

There will be created a second mort-gage to secure \$330,000 of bonds to be exchanged for the like amount of build-ing bonds held by members of the club-alfred E. Burk is chairman of the comlittee in charge of the plan.

CLOSE SHAVE FOR BARBERS But Closer One for Burns, Who

Started the Tonsorial Rumpus.

Shaving cups, ranors and hair tonic kept four barbers at bay last night when they tried to eject Frank Burns, Jackson alreet, Tacony, from a shop at 25 Calcownill street. Burns, the police say, had tried to sell pawn tickeds the barbad tried to sell pawn tickeds and fallhad tried to sen payd theses the bar-bers suspected were spurious, and fall-ing, became abusive. When Patry De-cismo, the head barber, called on his men to get Burns out of the abop. Burns setzed tonsorial brio-a-brac and hurled it

Burns was sentenced this morning to three months in the House of Correction by Magistrate Belcher.

Jobless Tailor Found Unconscious Daniel Goff, an unamployed tailor, was found unconscious in his room at 120. Hamilton street, by the proprietress of the house, Miss Mary Marum, this morning. Gas was pouring from two burners in the room. Goff is at the Habsemann Houseld.

WM. DISSTON IN HOSPITAL

Head of Large Saw Works Undergoes an Operation.

William Disston, head of the large saw works at Tacony that bear his name and a prominent clubman, is in the German Hospital today following an operation yesterday for gall and bladder trouble.

"Mr. Disaton had a good night," it was maid today at the hospital, "but it is still impossible to say what the outcome of the treatment he is receiving will be. He is very weak."

Mr. Disston lives at 2121 Walnut street. He is vice president of Henry Disston and Sons, Inc., and is executive head of that vast concern. He is also vice president of the Henry Disston and Sons File Company, and is a director in numerous banks and trust companies. He is 60 years old. Despite his business activities Mr. Disston has found time to take an active part in the city's social life. He is a member of the Union League and the Racquet, Philadelphia Cricket, Huntingdon Valley Country, Philadelphia Country and Corinthian Yacht clubs. He was formerly president of the Whitemarsh Valley Country Club

Photographic Society Elects Officers Henry P. Bailey was elected president of the Photographic Society of Philadelof the Photographic bookery of Philadel-phia at the annual meeting lest night at idil- Sensom street. Eckley B. Coxe, Jr., and A. Sydney Logan were elected vice presidents, and Harold F. Starr, secretary and treasurer. Directors elected C. Yarnali Abbott, William H. C. W. W. Chambers, Frederick W. B Maurice T. Fleisher, W. Gilbert Kayser, Charles J. McGuffin, J. McG. Mitcheson, W. Parrish Pearsall, B. F. Hayward Shreve, William J. Skeen and M. Richard Witt.

BUSINESS MEN ELECT OFFICERS At the annual election of officers of the oth and Market Streets Business Men's 60th and Market Streets Business Men's
Association. William C. McGes, one of
the oldest established husiness men of
the neighborhood, was elected president.
Other officers elected were as follows:
Dr. Edward Beier, vice president; M.
Drucker, financial secretary; J. Ross Burhouse, recording secretary, and Harvey
Vold, treasurer. The new board of directors is composed of James M. Heller,
A. E. Newhall, J. M. Elizabiuth, Frank
J. Cornwell, William B. Abeara, W.
Edwin Blair and Edward Grumball. The
association dow has a mumbership of
155. Store Opens 8:30 A. M.

WANAMAKER'S

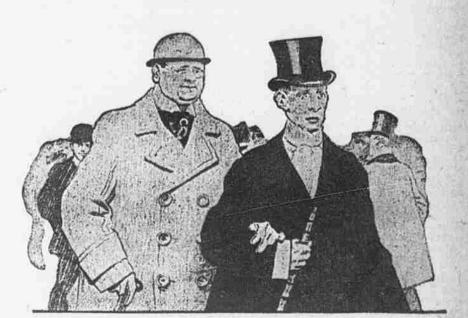
Store Closes 6:30 P. M.

Tomorrow, Bright and Early, the Winter's Greatest Sale of Men's Overcoats at the Wanamaker Store

Prices

\$12.50 Our whole stock of staple and fancy overcoats is in \$18.50 this Sale, and several hundred brand new from manufacturers.

Some of the \$25 overcoats are the finest readyto-wear overcoats that Philadelphia ever saw at any price. Magnificent Carr-Meltons, tailored in the most expensive, fashionable style, and richly lined with silk.



In all, there are more than 2000 overcoats going at prices from \$12.50 to \$25. The highest price is \$25, but there are plenty of overcoats in the sale worth twice that much and some worth more than twice as much.

In the whole 2000 there is not one overcoat that would not be an honor and an ornament to our stock at its regular price in the height of the season.

Every overcoat in this sale has come down for the first time. There is never any marking up and marking down again in the Wanamaker business

No comparative prices will be found marked on the sales tickets. But, for the information of our customers, we will say right here that there are bigger savings and better savings in this sale of overcoats than in any other sale of overcoats ever held in Philadelphia, no matter what prices or what comparisons may have been quoted.

Of overcoats at \$25 there are nearly 800, and in all our experience we have never seen better. They represent the very finest fabrics that it is possible to secure in ready-to-wear clothing.

In the case of one group of 100 the manufacturer said:

"I let my taste for very fine things run away with my judgment, for you never would expect to have seen such fabrics as these in ready-to-wear overcoats. It is the kind of cloth that is handled by only a few of the most expensive and exclusive custom tailors in the country. It is doubtful if it will ever be seen in ready-to-wear garments again."

Almost as good things might be said about every group in the sale. Every one of the overcoats is our own careful pick. There is no job lot here, no bargain special, no hurriedly patched-up lot for a sale.

But there are, instead, 2000 overcoats specially priced at \$12.50, \$18.50 and \$25. They include a comprehensive collection of Chesterfield style; black, oxford and Cambridge gray mixtures; plenty of overcoats in gray, blue, brown, heather mixture and in smart color effects; plenty of single-breasted overcoats, double-breasted overcoats, convertible-collar overcoats, slip-on overcoats, plaid-back overcoats, skeletonlined overcoats and rich silk-lined dress overcoats.

(First Floor, Market)

And in the Subway Store a Clearaway of Nearly 500 Overcoats

New prices for tomorrow are \$6.50, \$9, \$10.50, \$12 and \$13.50.

(Subway Floor, Market)

JOHN WANAMAKER